
From: Bill Carrieri <BillC@Safechain.com>
Sent: Fri 10/5/2018 10:26:47 PM (UTC)
To: Charles Boyd <CharlesB@Safechain.com>
Cc: Bill Carrieri <BillC@Safechain.com>
Subject: trade show talk points
Attachment: NPPA Elevator Speech 2k17.docx

I made 12 copies to bring to Boston. If any changes are needed I can edit and print there.

Thank you,

Bill Carrieri | National Sales Manager

Safe Chain Solutions, LLC – A Benchworks Company
822 Chesapeake Drive | Cambridge, MD 21613
office: 443-583-3295 | cell: 410-490-5080 | fax: 855.614.4118
www.safechainsolutions.com | www.benchworks.com.

GOVERNMENT
EXHIBIT

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1:24-cr-20255-WPD



NPPA Elevator Speech

Hello/ Hi are you familiar with Safe Chain?

- **We are a full service wholesaler. We serve over 1500 pharmacies, hospitals, and surgery centers across the entire US.**
- **No contracts. No order minimums. No Holdbacks.**
- **We have been in business and growing for over 7 years. We have four offices and three distribution center in the U.S. Our main distributions center is in Maryland, we also have a distribution center in Louisville, KY and one in St. George, Utah.**
- **Our warehouses are state of the art, and we hold over 70,000 sq. ft. of climate controlled warehouse space.**
- **We are licensed in 47 states and have our DEA License to ship schedules 2 through 5.**
- **We are also DSCSA (Drug Supply Chain Security Act) compliant through our proprietary track and trace portal. All T3s (pedigrees) can be accessed online within 24 hours of shipping.**
- **We contract directly with dozens of manufactures (ex. Sagent, Pfizer, Akorn, Amneal).**



- **VAWD Certification:**
 - We are VAWD pending, with an Optum Rx extension through the end of 2018
 - We are in the midst of the application process for permanent VAWD certification
 - Awaiting VAWD inspections

- **Pricing?**
 - We price aggressively in order to meet your needs
 - We will match or beat your current pricing as long as we are not losing money
 - Discounts always available by volume
 - Our main goal is your total satisfaction

- **Shipping?**
 - Our goal is to provide you with the best customer service, pricing, and responsiveness
 - 2-day ground to over 90% of the U.S.
 - UPS & FedEx
 - Saturday Delivery

Remember: We are not a Hard-To-Find wholesaler, Third Party Wholesaler, nor a Backup Wholesaler. We are cutting ourselves short by saying that.